

<i>Title:</i>	NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, MAY 2006
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1. This report alerts U.S. firms to **US\$ 454 million** in new, potential procurement of goods and services in Cambodia, China, Fiji Islands and Papua New Guinea. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 38 ADB developing member countries. From January to September 2005, U.S. contractors and equipment suppliers succeeded in winning US\$ 40.14 million in such national procurements as well as another US\$ 35.135 million in consulting services financed by ADB loans, and technical assistance grants.
2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.
3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at

<http://www.adb.org/consulting/dacon>>. For loan projects, primary responsibility for hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., “In-Country US Embassy Commercial Officer”.

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in April 2006. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

LOAN PROJECTS, MAY 2006

A. CAMBODIA

Project Name	:	Second Power Transmission and Distribution Project
Project No.	:	CAM 37041-01
Executing Agency	:	Electricite du Cambodge
Loan Amount	:	US\$ 20 million
Sector/Sub-sector	:	Energy /Transmission & Distribution

Objectives and Scope:

The goal is to facilitate the formation of joint venture companies, comprising of IPPs, local REEs and EDC to own, operate, maintain, and expand the rehabilitated electricity systems. The loan will fund design and implementation of the rehabilitated electricity supply and distribution systems, and facilitate the formation of joint ventures to bid for franchise areas covered by the rehabilitated and expanded systems. The loan will cover the cost of training technical staff at the EDC training center in Phnom Penh, and of managerial staff at the Cambodian Institute of Management and abroad.

Procurement:

Goods: Procurement of goods and services financed from the proposed ADB loan will be carried out in accordance with ADB's Guidelines for Procurement. The major works for the ADB-financed portion of the Project will be (i) a turnkey contract for the substations at Sihanoukville and Kampot; (ii) supply of materials and equipment, (iii) resettlement and compensation; and (iv) consulting services. Procurement of goods and services financed from other sources will be in accordance with the guidelines of the corresponding cofinancing agencies.

Services: Project implementation consulting services will be required during implementation to assist EDC in (i) preparing preliminary designs and bidding documents for the bidding of the works; (ii) bid evaluations; (iii) supervision of installation and construction; (iv) final testing and commissioning; (v) quality assurance; (vi) implementation of the environmental management plan, the resettlement plan, and the land acquisition and compensation program; and (vii) project performance monitoring and evaluation. About 40 person-months of international and 45 person-months of domestic consultant inputs will be required. Consultants will be recruited through a firm by EDC, in accordance with the ADB's Guidelines on the use of Consultants and other arrangements satisfactory to ADB for the selection and engagement of domestic consultants. Consulting service for institutional strengthening and capacity building for the Ministry of Industry, Mines, and Energy (MIME) and EDC will be provided and financed by the co-financier.

Environmental Category: B

Project Processing Stage: Fact-finding Mission Completed: 1 December 2005

Project Officer : Tianhua Luo
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B. CHINA

B.1: Project Name : Heilongjiang Road Network Development Project
Project No. : PRC 39038-01
Executing Agency : Heilongjiang Provincial Communications Department
Contact: Mr. Duan Jianguo, Dep. Director of Planning Div.

Tel. No.: (86-451) 8262-5065
Fax. No.: (86-451) 8264-5631
Address: No. 72, Heping Road, Dongli District
Harbin City, 150040, Heilongjiang

Loan Amount : US\$ 200 million
Sector/Sub-sector : Transport & Communications /Roads & Highways

Objectives and Scope:

The Project will help promote sustainable economic growth and poverty reduction in Heilongjiang province and the project area by (i) heightening transport efficiency and safety, (ii) enhancing the transport network by improving the Jixi-Nehe highway and integrating rural roads into the main highway, and (iii) improving the access to income-generating opportunities and social services. The Project will comprise (i) a main highway component - upgrading or constructing five sections, totaling 428 km of class III highways or unclassified roads to two-lane class II or I highways; (ii) a rural link road component to strengthen the integrated network in the project area - improving 42 sections totaling 559 km; (iii) local road maintenance, and (iv) equipment, consulting services, and capacity development, and land acquisition and resettlement.

Procurement:

Goods: All ADB-financed procurement will follow ADB's Guidelines for Procurement. The main road civil works will be divided into 26 packages, all of which will be procured under international competitive bidding procedures (ICB). Rural link roads civil works are divided into 14 packages, all of which will be procured under local competitive bidding procedures (LCB). Equipment will be procured under international shopping procedure (IS). Road safety facilities, greening work, and ancillary facilities including the administration building will be procured using LCB.

Services: The Project will finance 7 person-months of international consulting services: 6 person-months for resettlement, socioeconomic, and poverty impact monitoring and evaluation; and 1 person-month for asset management and maintenance. HPCD will engage and finance around 4,900 person-months of domestic consultants. Of the 4,900 person-months of domestic consulting services, 300 person-months will be allocated to the rural link road component. About 50 person-months will be allocated to monitoring the Project's resettlement, socioeconomic, and poverty impacts. The international consultants will be financed by the ADB loan and will be recruited through a firm in accordance with ADB's Guidelines on the Use of Consulting Services by Asian Development Bank and Its Borrowers. The domestic consultants will be financed from domestic resources and will be recruited in accordance with government procedures acceptable to ADB.

Environmental Category: A

Project Processing Stage: Appraisal completed: 18 April 2006.

Project Officer : Eunkyung Kwon
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B.2: Project Name : **Wuhan Wastewater and Stormwater Management
(formerly Wuhan Wastewater and Stormworks
Management)**
Project No. : PRC 37597-01
Executing Agency : Wuhan Construction Administration Commission
Loan Amount : US\$ 100 million
Sector/Sub-sector : Water Supply, Sanitation & Waste Management /
Water Supply & Sanitation

Objectives and Scope:

The overall impact of the Project is to enhance the urban environment, and improve public health, and quality of life for the urban and suburban residents and business in Wuhan City. The outcome of the Project is improved management of surface water resources in Wuhan Municipality by (i) improving and expanding wastewater services in the urban area of Wuhan and the suburban area of Caidian and Dongxihu; (ii) supporting integrated approaches to basin-wide pollution prevention and control, improving water quality of rivers and lakes in Wuhan and in downstream reaches of Yangtze river; (iii) reducing flooding in Qiaokouqu District and Yangsigang and Liujiao road storm water drainage areas in Wuhan; (iv) increasing the efficiency and management capacity of the two IAs; and (v) improving cost recovery through a better tariff structure, with gradual increases to achieve full cost recovery. The Project includes 9 major activities grouped into 4 components or outputs; (i) municipal wastewater management in urban Wuhan; (ii) municipal wastewater management in suburban Wuhan; (iii) stormwater management; and (iv) institutional development involving targeted capacity building and training in wastewater and stormwater management. The Project supports the Government's 10th and 11th Five Year Plans, to improve living conditions and health in the PRC cities, and promote their sustainable economic development.

Procurement:

Goods: ADB-financed goods, works and services will be procured in accordance with the ADB's Guidelines for Procurement. Major contracts will be tendered through international competitive bidding or international shopping, depending on the contract amount. Civil works contract to cost \$10 million or less per package will be procured under local competitive bidding. In accordance with ADB's Guidelines for Procurement, foreign contractors may participate in local competitive bidding contracts.

Services: About 39 person-months of international consultants, and 150 person-months of domestic consultants will be recruited to support WPMO, and IAs in project implementation and capacity building. The consultants will be recruited in accordance with the ADB's Guidelines on the Use of Consultants.

Environmental Category: To be determined.

Project Processing Stage: Staff Review Committee (SRC) completed: 31 March 2006.

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C. FIJI ISLANDS

Project Name	:	Fourth Fiji Road Upgrading and Rehabilitation (Sector) Project (FRUP IV)
Project No.	:	FIJ 37184-01
Executing Agency	:	Ministry of Works and Energy
Loan Amount	:	US\$ 81 million
Sector/Sub-sector	:	Transport & Communications /Roads & Highways

Objectives and Scope:

The proposed project aims to improve the road sector contribution to economic growth and poverty reduction by enhancing effectiveness and efficiency of the sector including through priority road upgrading and rehabilitation, road safety improvements and sector performance improvement. The proposed project will support the government's objectives of balanced regional development poverty reduction and private

sector development, taking into account modal considerations. The scope of the proposed project is planned to upgrade 100 km of priority national and rural roads and rehabilitate similar length of roads on the islands. It will be based on the recommendations of the NTSP and will incorporate lessons learned under FRUP II and FRUP III. The TA will support reforms and performance improvement of the sector institutions, funding, and management by establishing effective management regime, sustainable funding and financial management of the sector, and by developing institutional capacity to provide demand-driven sector services maximizing private sector participation.

Procurement:

Goods: Procurement under the Project will be carried out in accordance with ADB's Guidelines for Procurement following international (ICB) and local competitive bidding (LBC) and by Force Account procedures, where appropriate. Civil works contracts exceeding F\$20 million (US\$12 million equivalent) will be carried out under ICB. To assure project implementation readiness, as requested by the Government, ADB has approved advance procurement action. The Government has also requested retroactive financing (RF) for subprojects and consulting services subsequently approved under the Project.

Services: Consulting Services Loan-funded consulting services will be recruited in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for the recruitment of domestic consultants. Consulting services are required for (i) detailed design and construction supervision, (ii) road safety, (iii) upgrading and developing DNR's information management and planning systems, (iv) commercializing DNR's depots and establishment of performance-based maintenance contracting, (v) feasibility study for the Suva-Nausori corridor, and (vi) project management. Overall, about 510 person-months of international and 630 person-months of domestic consulting services will be required. Recruitment of Consultants Expressions of Interest (EOIs) should be received via ADB's website (www.adb.org) or delivered by mail/courier/fax to Director, Consulting Services Division, ADB, Manila. A copy should also be sent by similar means to sjarvenpaa@adb.org or mail/courier/fax to: South Pacific Subregional Office, Asian Development Bank, Level 5, Ra Marama House, 91 Gordon Street, Private Mail Bag, Suva, Fiji Islands, Fax (679) 331 8074.

Environmental Category: B

Project Processing Stage: Staff Review Committee (SRC) Completed: 25 October 2005.

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D. PAPUA NEW GUINEA

Project Name : **Road Upgrading and Maintenance Project
(Supplementary Loan)**
Project No. : PNG 32124-02
Executing Agency : Department of Works and Transport
Contact: Alphonse Niggins, Secretary
Address: P.O. Box 1108 Boroko, 4 Mile
Papua New Guinea
Tel. No.: (675) 324-1336 or 324-1114
Fax. No.: (675) 324-1277
E-mail: aniggins@online.net.pg
Loan Amount : US\$ 53 million
Sector/Sub-sector : Transport & Communications /Roads & Highways

Objectives and Scope:

The supplementary financing is in line with the impact and outcome of the previous loan as approved by ADB. It aims at scaling up the impact of the Project on PNG economic development and social integration by financing more road sections to improve road access to the private sector and communities, reduce their travel cost and time to major commercial and service centers, and enable them to tap economic and social opportunities in the Highlands region. It will support the Government's efforts to enhance export-led economic growth, generate income for local communities, and reduce poverty. The outcome will be increased economic activities and social improvement in the region.

Environmental Category: B

Project Processing Stage: Management Review Meeting (MRM) completed: 31 March 2006.

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